Message Text

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R 141330Z MAR 78 FM AMEMBASSY PRETORIA TO SECSTATE WASHDC 703 INFO AMCONSUL CAPE TOWN AMCONSUL DURBAN AMCONSUL JOHANNESBURG

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CAPE TOWN ALSO FOR EMBASSY

E.O. 11652: N/A TAGS: EINV, SF

SUBJECT: KOPPERS SUBSIDIARY WITHDRAWS FROM SOUTH AFRICA

- 1. AMERICAN CITIZEN HEAD OF ISKOP, A JOINT VENTURE BETWEEN KOPPERS CO. OF PITTSBURGH AND SA STATE-OWNED IRON AND STEEL CONGLOMERATE ISCOR, HAS INFORMED US THAT KOPPERS IS SELLING OUT ITS INTEREST AT A PROFIT.
- 2. KOPPERS WILL CONTINUE TO SUPPLY TECHNOLOGY UNDERA DEFINITE PERIOD (TWO OTHER AMERICANS HAD BEEN REPLACED SOME MONTHS AGO BY SA ENGINEERS THEY HAD TRAINED).
- 3. REASON FOR KOPPERS DIVESTITURE IS THAT IT DID NOT SEE EYE-TO-EYE WITH ISCOR ON MANAGEMENT OF OPERATION, ESPECIALLY INVESTMENT AND PRICING POLICIES. KOPPERS ASSERTS NO POLITICAL FACTORS WERE INVOLVED.
- 4. ISKOP CONSISTS OF TWO PLANTS, ONE AT PRETORIA AND A LARGER ONE AT VANDERBIJL PARK, WHICH PRODUCED IN-LIMITED OFFICIAL USE

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DUSTRIAL PITCH AS A BY-PRODUCT OF ISCOR STEEL-MAKING OPERATIONS, USES ARE IN PRODUCTION OF ANODES, WOOD PRESERVATIVES, ROAD MATERIALS, ETC. ALTHOUGH BECAUSE OF ITS HIGH QUALITY, PITCH HAD NOT REAL COMPETITORS IN CERTAIN SA MARKETS, PROJECT NVER GENERATED INCOME THAT KOPPERS HAD HOPED. HOWEVER, BASIC CAUSE OF SPLIT WAS INCOMPATIBLE OPERATING POLICIES OF THE PARTNERS.

5. ISKOP REPRESENTED INVESTMENT OF ABOUT R5 MILLION (\$7 MILLION AT EXISTING EXCHANGE RATES) AND HAS BEEN IN OPERATION LESS THAN FOUR YEARS. BOWDLER

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